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INTELLOFAX 21

COUNTRY: Taiwan

25X1A2g

CIA

SUBJECT: Underbidding by Japanese Refractory Manufacturers

DATE 31 Aug.

PLACE ACQUIRED: - - - - -  
(BY SOURCE)

Supplement to: \_\_\_\_\_

DATE ACQUIRED: Jul 53  
(BY SOURCE)

Responsive to: \_\_\_\_\_

DATE (OF INFO): Jul 53

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1. Taiwan Gas Company of Taipei solicited bids in July 1953 for refractory materials to be used for additional gas producing furnaces. Clay and silica refractory shapes were types required.
2. Nihon Yoro Kaisha, a Japanese refractory manufacturer, made the best bid and was awarded the contract. Their bid was the equivalent of US\$39,775. The closest US bid was US\$83 thousand.
3. \_\_\_\_\_ cannot compete with Japanese manufacturers even though the quality of our material is superior. Japanese competition is becoming increasingly evident in refractory trade.

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